

# North Carolina District Review

January, 2007

**U.S. Small Business Administration**  
North Carolina District

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## MOST ACTIVE LENDERS FY 2007

**OCTOBER 1, 2006 THROUGH DECEMBER 31, 2006**

<u>LENDERS</u>	<u>7(a)</u>	<u>504</u>	<u>Total</u>	\$ Amount Millions
<b>Large and National Banks</b>				
1. Bank of America	66	1	67	\$2.2
2. Capital One Federal Savings	34	0	34	\$1.7
3. Wachovia Bank	15	2	17	\$13.2
4. BB&T	14	2	16	\$6.1
5. Bank of Granite	13	0	13	\$2.6
<b>Community Express Lenders*</b>				
1. Superior Financial Group, LLC	89	0	89	\$0.7
2. Business Loan Express	24	0	24	\$0.8
3. Innovative Bank	20	0	20	\$0.3
<b>Community Banks</b>				
1. Surrey Bank & Trust Company	16	0	16	\$1.9
2. Community South Bank	2	1	3	\$2.3
<b>Small Business Lending Companies</b>				
1. CIT Small Business Lending	18	0	18	\$9.9
2. Self-Help Credit Union	10	0	10	\$0.6
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		22	22	\$15.2
2. Business Expansion Funding Corp.		8	8	\$6.8
3. Centralina Development Corp.		4	4	\$1.9

\*Only SBA CommunityExpress loans are tabulated in this category.

## SBA LENDERS' CONFERENCE FEBRUARY 27-28, 2007 IN GREENSBORO

The NC Bankers Association (NCBA) is hosting an SBA Lenders Conference on February 27th and 28th, 2007, at the Greensboro Marriott Downtown. It's a great opportunity for new and experienced lenders to stay current on SBA Programs. Don't miss the workshop covering Centralized 7(a) loan processing!

**Register Now!** Details and Registration Form at the end of this newsletter.

## 1Q FY2007: SBA LENDING UP IN NORTH CAROLINA

During the first quarter of FY 2007, SBA 504 Certified Development Company loans increased by **62.5%** with **39** loans for **\$27.5 million**, compared to 24 loans for \$14.6 million in FY 2006.

SBA approved **400** 7(a) loans in North Carolina for over **\$62.1 million**. This represents a 9% increase over the 367 loans during the first three months of FY 2006.

SBA's fiscal year runs from October 1 through September 30.

## 2007 REGULATORY FAIRNESS HEARING IN CARY, NC WEDNESDAY, MARCH 14

Small businesses owners, community leaders and representatives of trade organizations in North Carolina who have a complaint about excessive enforcement activity by federal regulatory agencies can voice those concerns during a Regulatory Fairness hearing on Wednesday, March 14, 2007 from 9:00 am – 12 noon, at the Western Campus of Wake Tech Community College, 3434 Kildaire Farm Road, Room 118, Cary, NC.

The NC District Office is seeking individuals who wish to testify. If you have clients that are facing or have faced conflicts with federal agencies, please have them contact Mike Ernandes at (704) 344-6588, or [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov).

The Regulatory Fairness hearing is a great opportunity for small business owners to speak directly to federal officials without the fear of retaliation. Comments and complaints are forwarded by the National Ombudsman to the appropriate federal agency, along with a request to review the fairness of the agency's enforcement action.

Federal regulations cost the economy over \$800 billion a year. While the SBA doesn't have the power to change, stop or delay a federal enforcement action, comments forwarded by the National Ombudsman have, in some cases, reduced or eliminated fines or resulted in decisions favoring the small business owner. The value of regulatory fines reduced for small businesses during the last few years is estimated at more than \$20 million.

If a business owner is unable to attend, written testimony may be sent before the hearing to be included in the public record.

## FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – DECEMBER 31, 2006

<u>Lender</u>	<u>7(a)</u>	<u>Gross 7(a) \$</u>	<u>Lender 504 Part</u>	<u>504 Part \$</u>
Superior Financial Group	89	\$ 760,000		
Bank of America	66	\$ 1,530,300	1	\$ 672,500
Capital One Federal	34	\$ 1,665,000		
Business Loan Center, LLC	27	\$ 1,847,400		
Innovative Bank	20	\$ 280,000		
CIT	18	\$ 9,867,700		
Surrey Bank & Trust	16	\$ 1,900,300		
Wachovia	15	\$ 11,024,900	2	\$ 2,215,500
BB&T	14	\$ 3,053,100	2	\$ 3,022,000
Bank of Granite	13	\$ 2,580,400		
Self-Help Credit Union	10	\$ 608,000		
Banco Popular	6	\$ 2,389,900		
New Century Bank	6	\$ 3,585,500		
PNC Bank	6	\$ 1,676,500	1	\$ 1,761,000
Small Business Loan Source	6	\$ 2,059,000		
SunTrust Bank	6	\$ 399,000	2	\$ 467,500
Capital Bank	4	\$ 245,000	2	\$ 1,990,000
Community South Bank	4	\$ 1,988,500	2	\$ 3,116,000
Community West Bank	4	\$ 827,200		
Bank of Stanly	3	\$ 428,000		
NewTek	3	\$ 381,500		
Coastal FCU	2	\$ 230,000		
Comerica Bank	2	\$ 1,209,000		
First National Bank & Trust	2	\$ 826,000		
First National Bank of Shelby	2	\$ 250,000		
Southern Bank & Trust	2	\$ 375,000		
Wells Fargo	2	\$ 40,000		
Aquesta Bank	1	\$ 703,800	1	\$ 305,000
Asheville Savings Bank	1	\$ 25,000		
Business Carolina, Inc.	1	\$ 150,000		
Cabarrus Bank & Trust	1	\$ 200,000		
Commerce Bank	1	\$ 167,000		
Fidelity Bank	1	\$ 100,000	2	\$ 558,000
First Carolina State Bank	1	\$ 200,000		
First National Bank SO	1	\$ 200,000		
Greater Bay Bank	1	\$ 1,849,000		
Metro City Bank	1	\$ 1,550,000		
Ocean Bank	1	\$ 160,000		
RBC Centura	1	\$ 200,000	1	\$ 1,644,163
Southern Community Fin. Corp.	1	\$ 116,000		
Temecula Valley Bank	1	\$ 1,968,300		
The Huntington National Bank	1	\$ 1,442,000		
United Community Bank	1	\$ 412,000		
Unity Bank	1	\$ 432,500	1	\$ 1,950,000
Wilshire State Bank	1	\$ 190,000		
<b>Total 7(a) Approvals</b>	<b>400</b>	<b>\$ 62,092,800</b>		
Bank of Commerce			1	\$ 515,000
First Bank			2	\$ 498,060
First Citizens Bank			5	\$ 1,349,000
GE Capital			2	\$ 4,967,500
Great Western Bank			1	\$ 1,225,000
Harrington Bank			1	\$ 1,290,000
Lending Source, LLC			1	\$ 1,587,200
Navy FCU			1	\$ 300,000
Peoples Bank			1	\$ 558,418

**FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – DECEMBER 31, 2006**

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Peoples Bank			1	\$	558,418
State Bank of Texas			1	\$	2,000,000
Zions			5	\$	10,405,000
<b>Total 504 Participation</b>			<b>38*</b>	<b>\$</b>	<b>42,396,841</b>
<b><u>Certified Development Corps.</u></b>					
Self-Help Ventures Fund	22	\$	15,219,000		
BEFCORP	8	\$	6,814,000		
Centralina Dev.	4	\$	1,903,000		
Wilmington Industrial Dev.	2	\$	531,000		
Asheville-Buncombe Dev.	1	\$	1,461,000		
Neuse River Dev.	1	\$	1,144,000		
Northwest Piedmont Dev.	1	\$	380,000		
	<b>39</b>	<b>\$</b>	<b>27,452,000</b>		
<b>Total Loan Approvals &amp; \$'s</b>	<b>439</b>	<b>\$</b>	<b>89,544,800</b>		
*One 504 loan did not indicate					
third party lender name.					



NORTH  
CAROLINA  
BANKERS  
ASSOCIATION

## **SBA LENDERS' CONFERENCE**

**February 27 & 28, 2007**

**Greensboro, NC Marriott Downtown**

On February 27<sup>th</sup> and 28<sup>th</sup>, the NC Bankers Association will host the **2007 SBA Lenders' Conference** in Greensboro. Change is in the works at SBA and this conference will provide you with the program updates you need.

The final phase of centralizing SBA loan guarantee approvals has begun – all loans including “standard 7(a) loans” will have to be submitted to the SBA Processing Center instead of the local district office. The phased implementation is to be complete by April 1, 2007. A highlight of this conference will be a workshop covering Centralized 7(a) Loan Processing.

This *Centralized 7(a)* workshop will provide the information you need to make your transition a smooth one. It will cover electronic submissions, how the Processing Center handles the loan upon receipt and what they are looking for; how the underwriting process and authorizations are completed; how declines are handled; how reconsiderations will be addressed; and how the District Office will support your efforts.

Other offerings include: *Recent changes at SBA, SBA Eligibility, Protecting your SBA Guarantee, Business Valuations, Fair Isaac Credit Scoring, 504 Lending, and CommunityExpress*. The schedule will be:

### **Tuesday, February 27**

9:30 - 11:30    Pre-conference review of *SBA Lending Basics* and *Servicing and Liquidation*  
12:30 - 1:30    Conference kick-off and keynote presentation  
1:30 - 5:30    Breakout workshops  
5:30 -          Reception and dinner

### **Wednesday, February 28**

8:00 – 11:30    Breakout workshops  
11:30          Conference wrap-up and adjourn

### **REGISTRATION**

Registration fees include instruction, curriculum materials, continental breakfast, breaks and Tuesday reception and dinner. To register return the attached form by mail with a check or by fax when valid MasterCard or Visa information is included. Please maintain copies of your registration form to serve as a receipt for credit card payment. Please call 800-662-7044 to confirm receipt of your fax if you have not received an e-mailed confirmation.

The “early bird” registration for this seminar is \$220.00 per person. **Registration form and payment must be received at the NCBA on or before February 13 to qualify for the “early bird” fee.** For registrations and payments received after February 13, fees will be \$240.00 per person. Due to necessary commitments and expenses, no refunds will be made for any reason after February 13. For additional information please contact the NCBA Meetings Department at [blair@ncbankers.org](mailto:blair@ncbankers.org) or call 800-662-7044.

### **HOTEL ARRANGEMENTS**

The 2007 SBA Lenders' Conference will be held at the Greensboro Marriott Downtown. A block of rooms has been reserved until the evening of February 22 at a rate of \$109. For reservations, call the hotel directly at (336)379-8000 or toll free (800)228-9290. Please identify yourself as attending the SBA Lenders' Conference when making your reservation to receive the conference room rate. On February 22, these rooms will be released to the general public. If you plan to arrive after 4:00 p.m., please guarantee your room for late arrival. You are responsible for making your own reservation.

*Dress for all functions is business casual. Please bring a jacket if you get cold easily.*

**North Carolina Bankers Association**  
**2007 SBA LENDERS' CONFERENCE**  
**February 27 - 28, 2007**  
**The Greensboro Downtown Marriott**

**Click Here for Online Registration**

*Please complete ALL fields. One form per registrant please.*

Name: \_\_\_\_\_ Call Name: \_\_\_\_\_

Title: \_\_\_\_\_

Institution/Affiliate: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Confirmation To: \_\_\_\_\_

**I plan to attend the Tuesday Evening Reception at 5:45 pm: \_\_\_\_\_ YES \_\_\_\_\_ NO**

**I plan to attend the Tuesday Evening Dinner at 7:00 pm: \_\_\_\_\_ YES \_\_\_\_\_ NO**

	<b>Received on/before February 13</b>	<b>Received after February 13</b>	
Registration Fee	\$220	\$240	\$ _____

Exhibit Space	\$300	\$300	\$ _____
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**GRAND TOTAL**      \$ \_\_\_\_\_

\_\_\_\_\_ **I am mailing a check payable to North Carolina Bankers Association.**

\_\_\_\_\_ **Please charge my credit card. VISA or MasterCard only.**

Account Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Account Name: \_\_\_\_\_ Signature: \_\_\_\_\_

***DUE TO NECESSARY COMMITMENTS & EXPENSES, NO REFUNDS WILL BE MADE FOR  
ANY REASON AFTER February 13.***

Please return this form with payment to:

**North Carolina Bankers Association, P.O. Box 19999, Raleigh, NC 27619-9916  
(919) 781-7979 / (800) 662-7044 FAX: (919) 881-9909**

- Registration form & payment must be received by NCBA on or before February 13 to qualify for "early bird" fee.
- Please maintain copies of your registration form to serve as a receipt for credit card payment.
- Please call 800/662-7044 if you have not received an emailed confirmation of receipt of your registration.
- For more information please contact Blair Wicker e-mail: [blair@ncbankers.org](mailto:blair@ncbankers.org)

**PLEASE BRING A JACKET IF YOU GET COLD EASILY.**